

## Summary of Approved Activities for the FY99 ATRIP Program

The ATRIP Technical Review Panel for FY99 reviewed more than 55 proposals for technical assistance for policy reform, non-project assistance, and business linkages. Subject to final work plans and budgets, 27 activities with a combined value of \$22 million were approved and funded for FY99. The activities are not listed in order of preference.

### Technical Assistance for Policy Reform (\$11.0 million)

1. Commerce Dept – Commercial Law and Judicial Training (\$0.5 million). The ATRIP work plan for an initial year will provide technical assistance and training of jurists to support West Africa's commercial law reform and implementation of the OHADA system of commercial law. It will also offer, at the request of selected African countries (e.g., Uganda), assistance for implementation of Alternative Dispute Resolutions systems, adaptation of laws and regulations to WTO standards, or other commercial law reforms.
2. USDA – Transport and Standards for Agricultural Trade, East Africa (\$0.7 million). This program will assist policy makers and the private sector in the East Africa Cooperation region to lower regional transport costs and develop efficient, common standards for trade in agricultural products. One goal is to reduce delays and costs of U.S. exports of animal feed, via Kenyan and Tanzanian ports and land corridors, to expanding regional markets.
3. USTR – Seattle symposium on technical assistance for WTO negotiations and implementation (\$0.2 million). The symposium will provide information to LDC delegates to the WTO Ministerial re the range and focus of donor programs available.
4. USDOL – Labor policy conference (\$0.1 million). The proposed conference will assess labor issues (health and safety, national labor laws, regulatory enforcement, employment equity programs), their influence on the investment environment, and priorities for policy changes in selected southern and eastern African countries.
5. Telecommunications policy – Regional (\$0.3 million). The U.S. Federal Communications Commission (FCC) will be a principal partner in this program. This activity will assist selected African countries to identify models for telecommunications regulation that will promote greater competition and will lower costs among providers.
6. Ghana – West Africa Gas Pipeline (\$1.6 million). Workshops and technical assistance will enable participating countries (Ghana, Nigeria, Benin, and Togo) to resolve important tax, tariff, and environmental issues. This will facilitate negotiation of an agreement on a \$400 million gas pipeline that U.S. and European investors will construct to deliver offshore Nigerian gas, now being flared, to energy-short markets in Ghana and elsewhere.
7. Ghana – Grades and standards for Ghanaian exports (\$0.7 million). The project will assist current and potential exporters of agricultural products to develop product standards and quality control systems; it will train small farmers and associations in use of agricultural chemicals, post-harvest handling, and procedures for certification. The project will also

assist the Ghana Standards Board, other agencies, and export associations to establish a quality-control and pre-shipment inspection system.

8. Mozambique – Trade Policy TA and Training (\$2.0 million). Through a resident advisor and other assistance to the new interagency Trade Technical Unit, USAID will improve the government's capacity: to continue the liberalization of its trade regime; to comply with its obligations under World Trade Organization agreements; and to implement its commitments to freer regional trade under the SADC Trade Protocol. This activity will fulfill a commitment of \$1.0 million of trade-policy assistance, agreed in a Memorandum of Understanding during President Chissano's November 1998 visit to Washington.
9. Mozambique – Establish Alternative Dispute Resolution Center (\$0.2 million). Based on legislation passed by Parliament in May 1999, USAID will assist the Confederation of Business Associations to train arbitrators, promote the use of ADR contracts, train judges on enforcement of ADR decisions, and establish fees and standards toward a self-sustaining in ADR system within five years.
10. Mali – Development of Exports (\$0.5 million). This program will assist current and prospective private exporters and processors (livestock, rice, leather and leather products, wheat milling, sugar) to assess their potential under more liberalized regional and international trade and to remove administrative obstacles to international trade and investment.
11. Tanzania – Tax and Tariff Policy Reform (\$0.7 million). This project will provide technical assistance and training to tax-policy arms of the Ministry of Finance, the Tanzania Revenue Authority, and other responsible agencies. The goal is to assist the government in its program for reduction of import tariffs, broadening of the tax base for major national taxes (through reduced discretionary and statutory tax exemptions), and reduced business costs of compliance with the tax system.
12. Uganda – Trade Policy (\$0.6 million). The program will assist the Ministry of Trade and private sector on WTO compliance matters, regional trade agreements, and market access issues (including technical barriers to trade). It will also assist the private sector and associations to introduce quality assurance practices to meet sanitary and phyto-sanitary standards abroad and thus to increase diversification and expansion of exports.
13. South Africa – Linking trade and the environment (\$0.5 million). USAID will assist the Department of Environmental Affairs and Tourism to promote the use of economic tools to introduce improved policies in such areas as: electricity pricing for coal-fired and for cleaner, alternative sources of electricity generation (esp. hydro); and potential emissions trading arrangements, to reconcile environmental and economic goals in South Africa or in an international context.
14. Malawi – Business regulatory reforms and demonopolization of infrastructure (\$0.5 million). Objectives of the public/private sector deregulatory activities will include a speed-up in approval processes for new investments, particularly leases of industrial sites and registration of companies. The program will also assist strategic partners to promote private operators and investment in power generation/transmission and other infrastructure

-- in line with the objectives of the Electricity Bill and Communications Bill passed by Parliament in 1999.

15. Purdue – SAPP regional investment planning model (\$0.3 million). This activity for the Southern African Power Pool will refine the results, and complete the training and transfer to the SAPP Coordination Center, of a model for region-wide investments in electrical power generation and transmission facilities. The main application will be to identify opportunities to reduce power costs and environmental damage over the next 20 years.
16. West Africa regional power sector integration program (\$0.4 million). Activity by AIRD/Purdue will assist utilities and ministries in solving problems relating to transmission inter-ties between countries, to plan region-wide investments in electrical power generation and transmission facilities, and to develop cross-border power pools in the region.
17. Administrative, program support (\$0.9 million). This allocation will provide funding for AID/W- and Bamako-based staff to design, evaluate proposals, implement and monitor ATRIP and related activities of field missions, other USG agencies, and grantees.

#### **Business Linkage Activities (\$3.0 million)**

18. Global Technology Network – establish trade lead representatives in six African countries (\$0.3 million). Technical GTN representatives working with Network Partners will use the existing USAID GTN system of business-to-business contacts to link African exporting, manufacturing, and service companies with U.S. suppliers, customers, and/or joint-venture partners. By agreement with Overseas Private Investment Corporation and the World Bank/MIGA, the GTN program will collaborate with Investment Promotion Agencies in Africa to expand reach and improve future sustainability of the GTN program. Full-time positions or offices will be set up in, and technical representatives trained for, Cote d'Ivoire, Ghana, Nigeria, Senegal, South Africa, and Mozambique.
19. Tree Crops – market liberalization and business linkages for cocoa producers in West and East Africa (\$0.7 million). The proposed activity will strengthen African farmer associations and enterprises for collective marketing and for improved handling, processing, and shipping procedures for cocoa. Co-financiers of the program include the Chocolate Manufacturers Association and M&M Mars; partners will include the International Institute for Tropical Agriculture and, to assist with development of farmer associations, selected US NGOs.
20. Herb Research Foundation – natural products (\$0.8 million). This three-year linkage between U.S. customers and African suppliers will disseminate grades and standards and market information, will assist technology transfer, and will help less developed regional suppliers (e.g., in Malawi and Madagascar) to expand sustainable production of botanical and phyto-medicinal products. Main African counterparts are the Southern Africa Agribusiness Federation and West Africa's Exchange Crossroads.
21. Computer Frontiers – Internet tools for U.S.-Africa Businesswomen's Network (\$0.2 million). This activity, to be co-financed by Kodak, will organize a network of women

business owners in Kenya, Uganda, and Ghana, install computer equipment in three countries, and provide technical support and training in internet tools for one year.

22. NIEDA -- assist SMEs in development of exports of high-quality handicrafts (leather goods, garments, and accessories) (\$0.4 million). The grantee will establish contacts for exports to high-end U.S. marketing and retail firms and give product technical advice and marketing suggestions to local designers and manufacturers in Ghana, Benin, Madagascar, and South Africa. Focus countries were selected on the basis of USAID host mission interest and prospective follow-on support.
23. International Executive Service Corps -- expand enterprise technical assistance to exporters in southern Africa (\$0.5 million). This program will strengthen selected "business support organizations" (e.g., chambers of commerce, trade promotion boards, and business associations) in Botswana, Mozambique, Namibia, Zambia, and Zimbabwe. A major goal is to enable business support organizations to prepare companies for international trade and linkages, including developing action plans and preparing promotional and sales tools.
24. East Africa and Southern Africa Enterprise Networks (\$0.2 million). These African business associations (SAEN and EAEN), established under ATRIP in 1998, will strengthen regional trade links and relationships with key US organizations -- including the CCA, IESC, GTN and the US Africa Free Enterprise Education Foundation.
25. West Africa business linkages program (\$0.3 million). Under this grant, the Corporate Council on Africa and West Africa Enterprise Network will activate an information-sharing system, create business contacts, and train members in trade rules and regulations on respective partner's side. USAID funds would cover a 2-year period, 2000-2001.

#### **Non-Project Assistance for Policy Reform (\$8.0 million)**

26. Tanzania -- Non Project Assistance (NPA) (\$4.0 million). This financing is part of a multidonor effort to help cover short-term revenue shortfalls in Tanzania from its reduction of import tariff rates. Ongoing objectives of the tax reform program are to encourage further reduction of import tariffs, to broaden the tax base for major national taxes (through reduced discretionary and statutory tax exemptions), and to reduce business costs of compliance with the tax system.
27. Mozambique -- Non Project Assistance (NPA) (\$4.0 million). The goals of this program include a reassessment of discretionary tax incentives and other tax distortions, further reduction of the maximum MFN tariff, and reduced regulatory red-tape for investors. One element will cover budgetary costs of the phase-out of the parastatal cereals marketing institute, whose functions have now been substantially assumed by the private sector.

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